





May 24, 1996

Dear Union Bank / Bank of California Vendor:

The former Union Bank and former Bank of California, now Union Bank of California, are in the process of merging our Vendor Accounts Payable and Purchasing databases.

Vendors who are interested in continuing a relationship with the new Union Bank of California are now being asked to complete the enclosed "Vendor Information Form." The form must be returned by not later than June 10th, when we plan to develop our new Bank's Vendor Database. Please use the enclosed self-addressed stamped envelope.

It is most important that all the information requested be furnished, we are especially concerned that you verify your tax identification number (TIN). If you would like to discuss this, or are in need of assistance with this form, please call Jeff Vo at (800) 821-5351.

Union Bank of California appreciates your cooperation in this matter.

Sincerely,



Larry Graham
Senior Vice President

Enclosure



OFFICE OF THE DIRECTOR OF
DEFENSE RESEARCH AND ENGINEERING
WASHINGTON, DC 20301-3030

17 JUN 1992

Ms. Veronica McCune
President/Producer
MLT Productions
3912 60th Street, Suite 12
San Diego, CA 92115

Dear Ms. McCune:

Your letter of June 3, 1992, addressed to Secretary of Defense Cheney was referred to this office for action; apparently because of your use of the term "Research and Development Grants." This office is concerned only with scientific and engineering R&D grants, not with business development grants, and so this office cannot be of direct assistance. Nonetheless, I can refer you to two offices which are pertinent to your interests, viz.:

Director
Armed Forces Information Services
601 N. Fairfax Street
Alexandria, VA 22314-2007

Director
Small and Disadvantaged Business Utilization
Room 2A340
The Pentagon
Washington, DC 20301

Your interest in Department of Defense programs is appreciated.

Sincerely,

A handwritten signature in black ink, appearing to read "T. G. Berlincourt".

T. G. Berlincourt
Director, Basic Research

Regional Purchasing Councils, Inc.

Southern California Regional Purchasing Councils, Inc. 3325 Wilshire Boulevard, Suite 604, Los Angeles, California 90010
Telephone 213 380-7114/714 750-1083



To: Applicant
From: Hollis Smith, President
Subject: Certification

In response to your recent inquiry, you will find, the attached application for your use in applying for certification as a minority-owned business by the Southern California Regional Purchasing Councils, Inc. (SCRPC).

SCRPC represents corporate minority business enterprise development and advocacy in Southern California. SCRPC's 260 major corporations and other business entities support minority economic development through increased procurement opportunities for minority-owned businesses. We are a California Public Benefit Corporation with a 501(c)(3) tax exempt status.

Certification by the Councils is one way we effectively assist thousands of buyers from major corporations locate legitimate minority business enterprises (MBE's) for procurement opportunities. In the same way, we are also helping MBE's to obtain contracts.

In order for your firm to obtain MBE Certification, we must be able to verify ownership and control of your firm by minority individuals. To accomplish this task, we will review and analyze records, documents and other supporting information deemed necessary to establish eligibility for MBE Classification. The approval of your application will be in the designated commodity, business, product lines(s), or service(s) you indicate.

A non-refundable registration fee of \$75.00 is required by the Councils, and payment must accompany the Certification Application. Upon completion of review and approval of all documents certification will be awarded for a one year period.

We solicit your cooperation and ask that you promptly return the requested documentation and the enclosed application. **Documentation containing information on your company will at all times be treated confidentially and used for SCRPC's Certification purposes only.**

We recommend you retain a copy of your completed application for your records. If you have any questions please contact the SCRPC Office at:

(213) 380-7114 or (714) 750-1083

ARE YOU A MINORITY*-OWNED OR WOMEN-OWNED BUSINESS?

*If so, Bank of America has created a simplified
financing program just for you . . .*

With an MWBE line of credit you can take care of your short-term borrowing needs for seasonal working capital, taking trade discounts, financing receivables, and cash flow management.

- Borrow from \$10,000 to \$50,000
- No collateral required
- Interest only payments for twelve months
- Toll-free telephone number to access funds or make payments
- One year maturity, with renewal based on performance

With an MWBE term loan you can supplement permanent working capital, expand your business, invest in new equipment or other fixed assets.

- Borrow from \$2,500 to \$50,000
- No balloon payment
- Repayment terms of one to five years
- No prepayment penalty
- No collateral required

To qualify for the MWBE financing program, your business must be:

- At least 51% owned and operated by one or more individuals who are minorities* or women
- In business a minimum of two years, and profitable in most recent year and the business and owner must have good credit history.

For further information, please contact

C. Sissy Agullera
San Bernardino
District Business Officer



395 N. La Cadena Drive
Colton, CA 92324
909/370-5573 (BAN 240)
Pager 619/926-0393

*Minority classifications include African American, Hispanic, Native Americans and Asian or Pacific Islander.



BANKING ON AMERICA[®]



Page Two - Funding Programs

Ms. Carolyn Warren
Rivera Finance
220 Avenue I
Redondo Beach, CA 90277
(310) 540-3993/(800) 421-1327

SERVICES

Accounts Receivable Financing	-	Up to	-	\$1,500,000.00
Line of Credit	-	\$50,000.00	-	1,000,000.00
Purchase Order Financing	-	Up to	-	75,000.00
Letter of Credit	-	Up to	-	300,000.00

Mr. Donald L. Perry II
Managing General Partner
Mr. Arman K. Walker
Senior Manager
PINE COBBLE PARTNERS
1055 West 7th Street
20th Floor
Los Angeles, CA 90017
(213) 362-7252

SERVICES

U. S. Government Accounts Receivable Financing
State and Local Government Accounts Receivable Financing
Fortune 500 Accounts Receivable Financing
Contract Start-up Financing
Trade Credit Financing
Equipment Leasing
Financial Commitment Letters
Procurement Advisory Services
Bankability Profile

FUNDING PROGRAMS

BCF

Mr. Marcial E. Robiou
President
THE BUSINESS CONSORTIUM FUND, INC.
15 West 39th Street
9th Floor
New York, NY 10018

Working capital loans from \$50,000 - \$500,000

REQUIREMENTS:

A member of any of the following ethnic-minority groups: Asian Indian, Asian Pacific, Black, Hispanic and Native American with 51% (percent) ownership of businesses.

Minority certification by the Southern California Regional Purchasing Councils.

Contract or purchasing order with a member corporation of SCRPC or NMSDC.

LOCAL CERTIFIED LENDING BANK CONTACTS

Mr. Mitchell Foon
Vice President
FAR EAST NATIONAL BANK
350 South Grand Avenue
Los Angeles, CA 90071
(213) 687-1268

Mr. Ellis Gordon, Jr.
Senior Vice President/COO
FOUNDERS NATIONAL BANK
2001 Redondo Beach Boulevard
Gardena, CA 90247
(310) 516-6696

Mr. R. D. Lottie
President
PACIFIC COAST REGIONAL
3255 Wilshire Boulevard
Suite 1501
Los Angeles, CA 90010
(213) 739-2999

SERVICES

Loan Guarantees
Micro Loan Guarantees
Bond Guarantees
Small Business Bridge Loans
Energy Conversion Loans
Hazardous Waste Reduction Loans
Underground Storage Tank Removal Loans
Air Pollution Reduction Loans

Inner-city lender makes headway on loan approvals

It finally succeeds in identifying qualified customers

BY LIZ REUBEN

Contributing Reporter

The Southern California Business Development Corp., an institution launched in August 1993 to implement a pilot program of providing loans to small businesses in South Central Los Angeles, finally seems to be hitting pay dirt, according to Richard McNish, the corporation's president.

The SCBDC has been armed with a \$10-million funding commitment from a consortium of 23 banks, a promising resource for struggling inner-city businesses. But a persistent problem has blocked the SCBDC from making loans: an inability to identify qualified loan customers.

Now, some eight months after its formation, the SCBDC apparently in the process of solving that problem.

The corporation has been tapping into various local trade associations, banks and business associations for customer referrals. And the results have been encouraging: The SCBDC has approved five loans for a total of more than \$400,000 to existing small businesses in South Central Los Angeles, and is "actively reviewing" several other loan applications, McNish reported.

And on some of the approved loans, the amount being funded by the SCBDC is being leveraged or complemented by additional funding from private-sector lenders.

For example, one of the five loans approved by the SCBC is for an aircraft parts manufacturer that is looking to expand. The SCBDC has approved funding of \$80,000, to the manufacturer, at which point two private-sector lenders came for-

ward with \$114,000 and \$75,000 in additional funding, respectively, for a total loan package of \$269,000.

"That shows our ability to not only to leverage, but to participate with private-sector lenders," McNish said.

"We're now marketing in a more targeted fashion," McNish added. "When we first opened, we were viewed as a government program with new money. We got a lot of (unqualified) applicants from different kinds of businesses, and proposals that were ideas but were not tied together and needed a lot of work. We referred many of these people to the appropriate agencies."

"We learned that we needed to focus on our market and let the people know who we are, what we are, what we have to offer, and how we can serve them as our customers," McNish added.

The customers being sought by the Southern California Business Development Corp. are small businesses in South Central Los Angeles that have been in business and have been profitable for at least one year. The corporation is not considering applications from businesses outside the South Central area, and is not providing start-up capital. Its focus is being directed at business owners who have developed specific business or financial plans that fit the new lender's criteria, said Bruce G. Willison, president and chief executive of First Interstate Bank and chairman of the SCBDC. First Interstate is on the SCBDC's investment committee and is a member of the 23-bank consortium of investors.

"We want to get as many applicants as

we can into the office. What we are finding is that we are getting a wide range of applicants," Willison said.

SCBDC, a for-profit community development corporation, was designed to serve as an economic developmental tool in South Central Los Angeles. The high-risk nature



Capital source: Richard McNish

of investment in the deteriorating inner-city areas has prevented many commercial lenders from making loans to smaller businesses struggling to survive and prosper in inner-city Los Angeles.

To counter this, the Los Angeles Community Reinvestment Committee, a blue-ribbon advisory group that has since dis-

banded, in late 1991 created a subcommittee to look into the feasibility of establishing a consortium of banks that would form a bank community development corporation to finance business expansion in the South Central Los Angeles.

The recommendation to establish such a corporation was presented to the Los Angeles City Council in 1992, and the corporation opened its doors in August 1993.

The corporation has received \$10 million in financial commitments from a consortium of 23 banks, which, in turn, can count those investments toward satisfying their Community Reinvestment Act obligations. Some of the largest commitments are from First Interstate Bank, Bank of America and Union Bank. Of the \$10 million, about \$4 million is an equity investment in the SCBDC and the other \$6 million is a line of credit.

In addition, Motor Corp. Inc., an investor arm of General Motors Corp., has granted SCBDC a \$1 million line of credit which the SCBDC can draw from to make inner-city loans, subject to Motor Corp.'s loan-approval guidelines.

"We are looking to help companies expand their business, enable them to hire people, and grow an economic base within South Central Los Angeles," said Willison. "We are deliberately concentrating only on that inner-city area. We do not want to make the same mistake that a handful of other community development corporations we have studied have made by trying to quickly expand into other areas."

SCBDC is structured to eliminate the red tape that has hurled many loan-seeking small businesses into a quagmire of paperwork. In addition, given the countless compliance underwriting regulations which

Please see Loans page 14

Los Angeles Small Business Financing Programs

<i>Program name</i>	<i>Program description</i>	<i>Maximum loan size</i>	<i>Target customer</i>	<i>Contact person</i>	<i>Phone number</i>
Small Business Expansion Loan Program	Companion loan program in which funding is shared by 32 participating banks. Those banks provide 50 percent of the program's funding, the City of L.A. provides 40 percent and business owners/entrepreneurs provide 10 percent	\$250,000	Businesses located in or planning to locate to South Central L.A.	Roberto Barragan	(213) 233-1900
SEED Loan Program	To provide funding for any legitimate micro business or start-up business purpose	\$25,000	Businesses located in or planning to locate to South Central L.A.	Roberto Barragan	(213) 233-1900
Coalition for Women's Economic Development Loan Program	To assist low-income persons who want to become self-sufficient through self-employment. The program offers both entrepreneurial training and non-traditional micro business loans from its revolving loan fund.	\$25,000	Low-income, self-employed residents of L.A. County	Margaret Bush-Ware	(213) 489-1202
SBA 504 Loan Program	To provide long-term secondary fixed-asset financing	\$750,000	Small businesses operating for at least 3 years with a net worth of less than \$6 million and annual net profit of less than \$2 million	Small Business Admin. 330 N. Brand Blvd Glendale 91203	(213) 894-3016
SBA 7(a) Loan Guarantee Program	To provide 90-percent guarantees on commercial bank loans	\$500,000	For-profit businesses that qualify as small businesses, years as defined by the SBA	Small Business Admin. 330 N. Brand Blvd Glendale 91203	(213) 894-3016
California State Loan Guarantee Program	An alternative source of funding for small businesses in which conventional lenders fund loans guaranteed by the state	100% guarantees on loans \$25,000 or less, 90% guarantees on loans over \$25,000	Small businesses that do not qualify for conventional bank loans	Mark Robertson, Pacific Coast Regional a Mid-Wilshire-based, private nonprofit corporation	(213) 739-2999
Century Freeway Bond Guarantee Program	A pool of funds established to provide bonds for certified minority and women-owned business enterprise contractors working on the Century Freeway or related projects	Guarantees bonds issued by surety companies of up to \$500,000	Certified minority- & women-owned business enterprise workers on the Century Freeway project	Gwen Coleman, Pacific Coast Regional	(213) 739-2999
Earthquake Interim Loan Program	To provide interim financing to earthquake-damaged small businesses while their SBA loans are being processed	Guarantees up to \$300,000 for up to one year	Small businesses that have applied for an SBA disaster loan	Nester Correa, Pacific Coast Regional, or Sam Kim, Hancock Urban Development Corp.	(Correa) (213) 739-2999 (Kim) (213) 382-4300
Replacing Underground Storage Tanks (RUST) Program	To provide loans to independent service station owners and other businesses with underground petroleum-product storage tanks that need financing to replace or remove the tanks	\$10,000 to \$350,000	Independent service station owners and other businesses with underground storage tanks	Ron Hein, Pacific Coast Regional	(213) 739-2999
California Loans for Environmental Assistance Now (CLEAN) Program	To provide loans for businesses that need to purchase pollution-control equipment	\$10,000 to \$750,000	Dry cleaners, furniture mfgs., circuit board mfgs. and other companies faced with environmental regulations	Ron Hein, Pacific Coast Regional	(213) 739-2999
California Small Business Loan Guarantee Program	To guarantee conventional bank revolving lines of credit and other niches not covered or undercovered by the SBA loan guarantee program	Up to 90-percent loan guarantees for up to \$350,000	Small business owners who cannot obtain financing who a guarantee but who can demonstrate a reasonable ability to repay	R.D. Lottie, Pacific Coast Regional or Sam Kim, Hancock Urban Devel. Corp.	(Lottie) (213) 739-2999 (Kim) (213) 382-4300
RLA Community Lending Corp. Loan Program	To provide expansion capital financing to existing businesses in neglected areas of L.A. County	\$25,000 to \$250,000	Businesses in neglected areas where the population is 20% or more below the poverty level	Paul Martinez, RLA Community Lending Corp.	(213) 580-8300
L.A. County Business Loan Program	To provide funding to start-up and existing firms that are creating or retaining jobs for aerospace/defense workers in communities hurt by defense-related layoffs	\$25,000 to \$1 million	Small to medium-sized aerospace/defense-related businesses in L.A. County, especially those in the Santa Clarita/Antelope valleys, San Fernando Valley or South Bay	Joe McClure, Community Development Commission, 2525 Corporate Place, Monterey Park, CA 91754	(213) 280-2205
L.A. County Micro Business Loan Program	To provide loan guarantees as a way of encouraging banks to make riskier, non-traditional loans	\$5,000 to \$50,000	Small-business owners in L.A., especially minorities	Chuck Taylor L.A. Community Dev. Comm.	(213) 280-2204
Southern California Business Development Corp. Loan Program	To provide loans to existing inner-city businesses for expansion purposes	\$25,000 to \$250,000	Existing businesses in the area bounded by Pico, El Segundo, La Cienega and Long Beach blvds.	Richard McNish or Bettye Wilkes	(213) 765-7950
Small Business Outreach	To help revitalize targeted communities in the city of L.A.	\$10,000 to \$250,000	Applicant must demonstrate a need for outreach financing and project must offer public benefits	Ernest Tidwell or Sally Choi, Community Devel. Dept.	(213) 485-6782
COMMERCIAL LOAN PROGRAMS					
City National Bank SBA Loans	SBA 7(a) and SBA 504 loan programs	See above entries	See above entries	Kristine Chung	(213) 736-1888
Wilshire State Bank SBA Guaranteed Loan Program	SBA 7(a) and SBA 504 loan programs	See above entries	See above entries	Han Park, Wilshire State Bank SBA Department, 3200 Wilshire Blvd., L.A. 90010	(213) 387-3200
Sanwa Term Loan Program	Loans for new vehicle and new equipment purchases	\$10,000 to \$250,000	Any small business	Jaime Seales	(310) 202-8874
General Bank SBA Loans	SBA 7(a) and SBA 504 loan programs	See above entries	See above entries	Alan Thian	(818) 582-7220
Bank of America Minority- and Women-Owned Business Loan Program	To meet the short-term borrowing needs of minority and women-owned businesses for seasonal working capital to finance receivables, manage cash flow, etc.	\$2,500 to \$50,000	Businesses that are 51% or more owned and operated by one or more minorities or women. Business must be operating at least 2 yrs. and be profitable. Owners must have good credit history	Peter Drake	(213) 345-4765
California Statewide Certified Development Corp.	To provide long-term, fixed-asset SBA 504 financing for healthy, growing businesses purchasing real estate for up to \$4 million	\$1 million	Healthy, growing businesses nationwide	Bob Gonzales or Barbara Vermysek	(818) 548-7861 or (800) 348-6288

AUTHORIZATION FOR RELEASE OF INFORMATION

TO WHOM IT MAY CONCERN:

This will authorize you to release to the SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC., or its agents, any of the following information on file with your company:

Any and all documents relating to the application for certification as a minority owned or woman owned business enterprise (M/WBE) which has been submitted to you by the company, or on its behalf, as part of the process of certification for such classification.

This authorization shall be valid and binding unless you have previously received written revocation of such from the undersigned.

This release of information shall be without liability to you under any circumstances and the undersigned agrees to hold you harmless and indemnify you from any claims arising from the release of the information under this authorization to the SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. A photocopy of this authorization shall be valid and binding as an original signature.

Executed this 6 day of Jan., 19 95 at San Diego California.

MLT Productions
(Company Name)

By VERONICA McCUNE
Veronica McCune
(Print Name)
President
(Title)

The undersigned hereby agrees (agree) to hold SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. free and harmless from any and all claims, demands, and damages whatsoever arising out of the presentation of this application and agrees to indemnify and hold SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. harmless from any and all liability in connection with the certification of the information contained in this application.

The undersigned hereby declares (declare) under penalty of perjury that all statements made in this application and any attachments hereto are true and correct.

I understand that the \$75 Registration Fee is included and non-refundable.

Executed this _____ day of _____, 19____, at _____, California

If Applicant is a Sole Proprietor, Sign Below:

(Print Name) Date: _____

If Applicant is a Partnership all Partners Must Sign Below:

(Print Name) Date: _____

(Print Name) Date: _____

(Print Name) Date: _____

(Print Name) Date: _____

(Print Name) Date: _____

(Print Name) Date: _____

If Applicant is a Corporation, Sign as Indicated Below:

(Corporate Name)
By _____ Date: _____
(President's Signature)

(Print Name)
By _____ Date: _____
(Secretary's Signature)

(Print Name)

DECLARATION OF CERTIFICATION OF MINORITY STATUS

I (We) have completed and submit the Minority Supplier Registration and Database Input Form as requested by the SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. and hereby certify that the information contained herein and all attachments submitted are true and correct and accurate to the best of my (our) knowledge and belief. I (We) understand that this Declaration of Certification and the criteria set forth have been developed according to the guidelines established by the NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL. The certification, when granted, will be for a two (2) year period. I (We) further understand that completion and submission of this form, together with all attachments hereto, is not necessarily the sole criteria for determining certification of minority status by SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC.

I (We) further agree that once certified, that the continued certification and registration by SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. will be according to the guidelines, rules and regulations of SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. and the NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL as may be amended from time to time. Termination of my (our) status may be based upon, but not necessarily limited to, any one of the following:

1. Cessation of business operations by the minority business concern.
2. Discovery that any false information was knowingly supplied to SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. in the completion of this form or as contained in any attachments submitted.
3. Failure to provide timely notice or withholding of any notice to SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. of the transfer or loss of ownership and/or management and control of the business concern by its minority group members.
4. Failure or refusal to allow SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC. and/or its representatives access to the company's place of business upon reasonable notice and demand.
5. Sale, exchange, or transfer of ownership of the minority business concern, if such transfer results in the loss of control and ownership of the business concern by the minority group members.

I (We) understand and agree that SOUTHERN CALIFORNIA PURCHASING COUNCILS, INC. reserves the right to request any further and additional information that it may deem necessary to substantiate the information and representations made by the applicant (applicants) for certification.

I (We) declare that the company in whose name this application is being submitted is at least fifty-one percent (51%) owned by one or more minority individuals (as defined herein) and such individuals control and operate and manage the company.

WARNING

Public Law 99-272, the "Consolidated Omnibus Budget Reconciliation Act of 1985", which amends Section 16 of the Small Business Act, establishes penalties of up to a \$50,000 fine or imprisonment of up to five years, or both, for misrepresenting, in writing, the status of any concern or person as a small business concern or small business owned and controlled by socially and economically disadvantaged individuals (a "DBE") in order to obtain for oneself or another any prime or subcontract to be awarded as a result or in furtherance of any other provision of federal law that specifically references Section 8 (d) of the Small Business Act for a definition of eligibility.

Public Utilities Code Section 8285, False Representation of Businesses; Punishment. Any person or corporation, through its directors, officers, or agent, which falsely represents the business as a woman or minority business enterprise in the procurement or attempt to procure contracts from electric, gas, and telephone corporations, with gross annual revenues exceeding twenty-five million dollars (\$25,000,000) and their commission-regulated subsidiaries and affiliates pursuant to this article, shall be punished by a fine of not more than five thousand dollars (\$5,000), or by imprisonment in the county jail for not to exceed one year or in the state prison for not to exceed five years of its directors, officers, or agents responsible for the false statements, or both the fine and imprisonment.

Initials

ON SITE VISIT BY:

Name _____

Organization _____

Date _____

INTERVIEWED BY:

Name _____

Organization _____

Date _____

Attachment A

Please be sure to include the appropriate documentation with the application and please indicate which documents are attached:

_____ Articles/Certificate of Incorporation	_____ Notes Payable
_____ Fictitious Business Name Statement	_____ Lease Agreements (if any)
_____ Minutes of the First Board of Directors Meeting	_____ Operating License
_____ By-Laws	_____ Assumed Name (Proprietorship)
_____ Stock Certificates (copies)	_____ Assumed Name (Partnership)
_____ Income Statement	_____ Partnership Agreement
_____ Balance Sheet	_____ Proof of Citizenship
	_____ Bank Agreement/Corporate Resolution

**SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC.
BUYER'S GUIDE TO MINORITY BUSINESS ENTERPRISES**

PART ONE: BUSINESS PROFILE

PLEASE TYPE THE FOLLOWING INFORMATION. NUMBERS APPEARING AT THE END OF DESIGNATED LINES INDICATE THE NUMBER OF CHARACTERS PER LINE INCLUDING SPACES. DO NOT EXCEED THE NUMBER OF CHARACTERS INDICATED.

1. Company _____ (39)
2. Parent Company _____ (39)
3. Street Address _____ (39)
Mailing Address (if different) _____ (39)
4. City _____ (20)
5. State _____ (2)
6. Zip Code _____ (10)
7. Area Code (_____) (3)
8. Telephone Number _____ - _____ FAX# _____ - _____ - _____ (20)
9. Key Contact _____ (25)
10. Key Contact's Title _____ (25)
11. SIC CODE (s) (If known) _____, _____, _____, _____ (16)
12. KEY WORD INDEX - Please consult enclosed "Commodity/Services" listing and check the codes that best describe the company's capabilities.
(See Page 5 - PART TWO: CAPABILITY PROFILE - Provide additional information or attach documentation further describing company's specific products or services)
13. Type of Business (Check one) See page 5 to provide additional information:
 - ☐ DS Distributor
 - ☐ MFG Manufacturer
 - ☐ SC Service Contractor
 - ☐ CC Construction Contractor
 - ☐ CP Consultants/Professionals
 - ☐ BA Brokers/Agents
14. Type of Business Structure: (Check one)
Note: In addition, the appropriate data must be included, as specified in Attachment A on the last page of this document.
 - ☐ I Individual or Individual dba
 - ☐ S Sole Proprietorship
 - ☐ P Partnership
 - ☐ C Corporation
 - ☐ J Joint Venture

ALL QUESTIONS MUST BE ANSWERED BEFORE PROCEEDING TO NEXT PAGE

**SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC.
APPLICATION FOR CERTIFICATION AS A
MINORITY BUSINESS ENTERPRISE (MBE)**

**PLEASE READ THE FOLLOWING INSTRUCTIONS CAREFULLY BEFORE
COMPLETING THIS APPLICATION**

The information requested on the following pages is required of all minority owned businesses seeking registration and certification with the Southern California Regional Purchasing Councils, Inc. (SCRPC) an affiliate of the National Minority Supplier Development Council (NMSDC) and necessary for input into both databases.

All questions must be answered.

**CERTIFICATION MAY TAKE UP TO 90 DAYS DEPENDING UPON COMPLETION OF
INFORMATION PROVIDED**

COMPLETION INSTRUCTIONS:

1. **All information must be typed.** This form is designed in the same entry format as the database.
2. At the end of some lines, a number appears in parenthesis, e.g. (39). The number designates the amount of characters and spaces to be entered on that line.
3. At the beginning of some lines, an asterisk (*) may appear. This indicates that the information is required for the local SCRPC database only and not required for the NMSDC database Minority Business Information System "MBISYS."
4. Please answer all questions as completely as possible in that more information can be provided to member firms. If you need to provide more information than space permits, indicate "see attachment" and include attachment with this application.
Do not write on the reverse side of any pages - THANK YOU!
5. If a particular question does not apply to your business, write "NA" in the space provided.
6. Sign and date form, retain a copy for your files, return original and attachments to:

**Southern California Regional Purchasing Councils, Inc.
3325 Wilshire Blvd., Suite 604, Los Angeles, CA 90010**

7. If you have questions or require further assistance, please contact the SCRPC office at 213-380-7114 or 714-750-1083.

*33. If company is a Distributor, please complete the following section:

Average Dollar Value of Inventory _____

List at least two major suppliers, include City and State:

*34. If company is a Manufacturer, list basic processing equipment:

*35. If company is a Contractor, licensed by the Contractors Licensing Board of the State of California,

please complete the following section: License # _____

Trade Specialty _____ License Classification _____

Please indicate the dollar limits of projects the company has worked on in the last 12 months:

Minimum _____ Maximum _____

Recent Project(s)

Please name your Responsible Managing Officer or Responsible Managing Employee

*36. If company is a Common Carrier, please complete the following section:

Equipment

Owned/Leased & Quantity

_____	_____
_____	_____
_____	_____

Authorities _____

*28. Indicate Union Affiliations:

(65)
(65)

*29. Is company bonded? ☐ Yes ☐ No Amount _____

Bonding or Surety Company _____

30. Please list at least two major customers / clients:

COMPANY _____ (65)

Address _____ (65)

City/State/Zip Code _____ (65)

Contact _____ Phone () _____ (65)

Product/Service provided _____ (65)

COMPANY _____ (65)

Address _____ (65)

City/State/Zip Code _____ (65)

Contact _____ Phone () _____ (65)

Product/Service provided _____ (65)

*31. Bank Reference:

Name/Branch _____

City/State/Zip Code _____

Phone () _____

PART TWO: CAPABILITY PROFILE

*32. Please give a complete description of company's product(s), service(s) or type of construction.

If company offers more than one product/service, list primary product or service first.

Use additional paper if necessary and attach to this form.

ALL QUESTIONS MUST BE ANSWERED BEFORE PROCEEDING TO NEXT PAGE

22. Geographic Market: (Check one)

- ☐ L Local
☐ R Regional
☒ N National
☐ I International

23. Is company certified as an MBE by any of the following Agencies or Programs?

State of California	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	Date ____ - ____ - <u>90</u>	(6)
Small Business Administration 8a	<input type="checkbox"/> No	<input type="checkbox"/> Yes	Date ____ - ____ - ____	(6)
U.S. Department of Commerce	<input type="checkbox"/> No	<input type="checkbox"/> Yes	Date ____ - ____ - ____	(6)
Southern California Rapid Transit District	<input type="checkbox"/> No	<input type="checkbox"/> Yes	Date ____ - ____ - ____	(6)
CAL TRANS	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	Date ____ - ____ - <u>94</u>	(6)
CPUC Clearinghouse	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes	Date ____ - ____ - <u>91</u>	(6)
Other Governmental Agency(ies) (List Below)	<input type="checkbox"/> No	<input type="checkbox"/> Yes	Date ____ - ____ - ____	(6)

*24. List additional certifications from other agencies not indicated above:

AT+T, Pacific Bell (65)

_____ (65)

25. Has company been registered with or certified as an MBE by any other affiliated NMSDC Regional Purchasing Council?

Council _____ (39)

Certification Date ____ - ____ - ____ (6)

*26. Has company been certified as an MBE by any major corporation(s)?

CORPORATION _____ (65)

Location _____ (65)

Certification Date ____ - ____ - ____ (6)

CORPORATION _____ (65)

Location _____ (65)

Certification Date ____ - ____ - ____ (6)

*27. Does company have a Government Security Clearance? ☐ Yes ☐ No

If Yes, indicate: ☐ Facility ☐ Individual

If Yes, indicate clearance level: ☐ Confidential ☐ Secret ☐ Top Secret ☐ Other

ALL QUESTIONS MUST BE ANSWERED BEFORE PROCEEDING TO NEXT PAGE

15. Minority Ownership Ethnicity by Gender (Check one or more)

- ☐ APM Asian/Pacific Islander American Male
☐ BLM Black American Male
☒ ~~HTM~~ Hispanic American Male
☐ NAM Native American Male
☐ APF Asian/Pacific Islander American Female
☒ BLF Black American Female
☐ HIF Hispanic American Female
☐ NAF Native American Female

List all persons and firms that hold an interest in the company and/or officers. Indicate titles, percentage of ownership, and insert the appropriate minority ethnic group. Owners who are not members of a minority group must be listed with an "NA" notation in the Minority Group column.

Name	Title	% Ownership	Minority Ethnic Group*	U.S. Citizen Yes	No
<u>Veronica McClure</u>	<u>CEO</u>	<u>yes</u>	<u>BLF</u>	<u>✓</u>	
<u>Charlotte Jackson</u>	<u>VP</u>	<u>NO</u>		<u>✓</u>	

* A Minority Ethnic Group is a citizen of the United States who is Asian/Pacific Islander, Black, Hispanic or Native American. Asian/Pacific Islander American includes persons having origins in Japan, China, the Philippines, Korea, Vietnam, Samoa, Guam, U.S. Trust Territories of the Pacific, Northern Mariana, Laos, Cambodia, Taiwan, India, Pakistan and Bangladesh. Black American includes persons having origins in any black racial group in Africa. Hispanic American includes persons having origins in Mexico, Puerto Rico, Cuba, Central or South America, Spain, Portugal or Hispanic culture/descent. Native American includes persons having origins in any of the original peoples of North America: American Indians, Eskimos, Aleuts and Native Hawaiians. American Alaskan Indians must be documented members of a Federally Recognized Tribal Entity.

16. Federal I.D. or Social Security Number 33-01-29-068 (11)

17. Dun & Bradstreet 100-90-71972 (9)

18. Year Business Established 1985 (4)

Are business premises owned _____ leased ✓

Landlord/Owner's Name Pertina McIntosh

Address PO Box 1931
Dahlgren Va.

19. Annual Sales \$ 50000 (9)

20. Number of Employees 1 to 35 (4)

21. Number of Minority Employees 20 (4)

SOUTHERN CALIFORNIA AND ITS AFFILIATE COUNCILS

INTRODUCTION FOR MINORITY SUPPLIERS

Now more than ever before, there is a critical need to nurture strong relationships between minority and majority businesses to stimulate economic growth. The Southern California Regional Purchasing Councils (SCRPC) has been and will continue to be the viable interface needed to stimulate and facilitate that positive growth process.

The Council, organized in Los Angeles in 1975 by the Minority Enterprise Coalition of Los Angeles and the Los Angeles Area Chamber of Commerce to promote and facilitate the implementation of minority purchasing by corporations, has three basic primary missions:

- * To provide corporations with information on qualified and qualifiable minority suppliers,
- * To open the corporate purchasing door for minority business-persons giving them the opportunity to sell goods and/or services, and
- * To enhance employment in the minority community through increased corporate purchases.

More than 225 major corporations in Southern California support CRPC. As an affiliate of the National Minority Supplier Development Council (NMSDC) established in 1972, SCRPC is a voluntary Public Benefit California Corporation with offices in Los Angeles serving eight counties in the Los Angeles area of Southern California.

The Council's mission reflects a basic philosophy of encouragement and expansion of opportunity. Our intent is to stimulate economic growth and help to develop enterprises which can provide useful goods and services at competitive prices, employment for members of the underemployed groups and bring disadvantaged enterprises into the mainstream of the economy.

As a minority supplier, you can benefit from this program by making sure that the Councils has information on your company in its buyer/supplier data base and by taking part in the programs and activities.

Southern California Regional Purchasing Councils (SCRPC) was established in 1975. The Council and its affiliates: Orange County Purchasing Council (OCPC 1980), the Inland Empire Purchasing Council (IEPC-1986), and the Long Beach Purchasing Council (LBPC-1986), conduct their outreach to the minority business community through various committees. The committees were formed to provide specific assistance and support to all minority-owned businesses. Active participation in these programs is needed to enhance the overall success of the Council's efforts. Therefore, you are

invited to contact SCRPC's office in downtown Los Angeles, preferably by letter, to express your concerns and interest in how the Council can assist you and your company to expand.

The following describes the charter, scope and responsibility of the Council's vendor related committees for all SCRPC Affiliates.

VENDOR INPUT COMMITTEE/MINORITY INPUT COMMITTEE

This committee consists of minority and majority business persons and acts as an advisory group to the Council and assists the Councils' staff in providing updated information on the capabilities of minority vendors to participating corporations. The committee also assists the Councils in developing programs enabling minority firms to qualify as sources of supply. In addition, the committee monitors the effectiveness of the Councils in its overall impact on minority business through a systematic reporting process.

SOURCE DATA COMMITTEE

This committee assists the Councils in developing programs to aid minority firms in qualifying as sources of supply. With the Councils' staff and with the aid of Minority Business Development Centers (MBDC's) which are funded by the Minority Business Development Agency (MBDA), the committee provides assistance to minority suppliers engaged in sales negotiations and/or contract performance with majority corporations.

VENDOR DEVELOPMENT COMMITTEE/VENDOR EDUCATION COMMITTEE

This program assists the Councils' staff in developing and implementing assistance programs for minority vendors. This includes educational/staff training programs developed by NMSDC and the Councils and endorsement of relevant educational programs conducted by other organizations. The committee conducts and sponsors activities that give minority vendors the opportunity of enhancing their abilities to market their goods and services successfully.

For additional information, call Hollis Smith, Executive Director at (213) 380-7114/(714) 750-1083 or write to:

SOUTHERN CALIFORNIA REGIONAL PURCHASING COUNCILS, INC.
3325 Wilshire Boulevard
Los Angeles, California 90010

To obtain a copy of the SCRPC Membership Roster, send \$10.00 in postage or a \$10.00 check.



M.L.T. PRODUCTIONS

3912 60th St. Suite 12
San Diego, California 92115
Phone (619) 286-3533

September 14, 1994

J.P. Trankar, Bill Starceвич, Purchasing Agent
American Steel Foundries
One Prudential Plaza, 36 Fl.
Chicago, IL 60601

*all 800 plus
went out*

Dear J.P. Trankar, Bill Starceвич:

We are seeking national media buys/sponsorships for the television show *Women, Minorities, and Small Business (WMSB)* warehouse shopping program, produced by **MLT Productions**. Can you help us make a difference?

On the average, U.S. companies spend only three percent (3%) of their advertising procurement dollars on women and minority business programs. This doesn't even come close to federal guidelines. If your company is one of those that has problems meeting federal standards, **MLT Productions** can help you by offering an advertising opportunity on the *WMSB* warehouse shopping television program.

Women and minorities make up a large segment of the population. Your women and minority business program is not only important to your company's growth potential, it is essential to your public image. Buying advertising time with the *WMSB* warehouse shopping program will help you develop a viable plan that moves beyond simple numbers of profit and percentages. Working together, we will be able to:

1. Measure the effectiveness of your company's women and minority business program
2. Appraise the selling success of women and minority products and services
3. Learn to how target a particular group effectively

Your corporation will be buying advertising time just as if it were buying time with ABC, NBC, CBS, or Fox. The big difference in buying time with *WMSB* is that it is produced by a minority woman-owned production company. And, just as for the major networks, commercials can be modified according to the state in which they are intended to run.

Would you like to see your company's "woman, minority, and small business" program reach its full potential? You can make a serious difference. After all, isn't that the purpose of a certification program for women- and minority-owned companies? Advertising on *WMSB* is one of the ways your company can follow through on its commitment to disadvantaged enterprises.

For more information and a copy of our business plan, please phone me at (619) 286-3533.

Sincerely,

Veronica

Veronica McCune, producer
MLT Productions

"Help Us Make a Difference"

MLT Productions
Veronica McCune, Producer
3912 60th Street, Suite 12
San Diego, CA 92115
(619) 286-3522 FAX (619) 583-6478

WMSB

Television

Infomercial

Fact Sheet

What is the *Women, Minorities, and Small Business* Warehouse Shopping Program?

- *Women, Minorities, and Small Business (WMSB)* is a televised half-hour warehouse shopping program in infomercial format. **WMSB** is designed to expose the products and services of women and minority entrepreneurs and very small businesses to the television-viewing public.

Why do we need a special televised shopping program for women, minorities, and small businesses?

- Small businesses and women and minority entrepreneurs find it difficult, if not impossible, to compete with large retailers and corporations because of small product volume and limited funds. The three biggest expenses for any retailer are rent, sales help, and advertising. The boom in home shopping is helping big corporations and celebrity entrepreneurs cut all three of these costs.
- Home shopping is already a \$3-billion-dollar-a-year industry—and growing about 20% per year. Interactive programming on cable systems promises an unprecedented surge in sales through televised shopping.
- The power of home shopping can leave women and minority entrepreneurs and small businesses abandoned and struggling even more to pay for already expensive business rent, sales help salaries, and especially advertising.
- In addition, small business employs more people than all of the Fortune 500 companies combined. The retail industry alone employs 19 million people, a number that has already fallen by 411,000 since 1989. That trend can only accelerate as the TV tube becomes the salesperson.
- With over 500 new channels coming soon, the video mall will become the most powerful advertising tool available to big business. What will happen to employment rates and small enterprise?

How is **WMSB** formatted?

- Each show will be 29:30 minutes long.
- Shows will have four segments, each segment showcasing an individual entrepreneur's product or service.
- Each segment will be four minutes long.

How will **WMSB** be financed?

- Corporate advertising will finance **WMSB**. Corporate commercials and/or CEO interviews will run between segments.
- Corporate commercials will be 30 seconds long.
- Corporate interviews will be four minutes long.

Why should corporations want to support **WMSB**?

- The average household spends more than 7 hours daily watching TV.
- TV shopping programs are the wave of the future, providing exposure to a huge viewing audience.
- TV advertising is an ideal medium: It provides sight, sound, and motion to encourage, motivate, and create emotion.
- TV influences purchasing decisions and creates *action*.
- Supporting women and minority entrepreneurs by advertising on **WMSB** will help improve the economy by allowing small enterprises to compete in the marketplace, and by creating jobs.

How will women and minority entrepreneurs' and small business products and services be handled on **WMSB**?

- Entrepreneurs and businesses will appear on **WMSB** free of charge.
- Shoppers will call a 1-800 number to order by credit card or check.
- Charges for products and or services include a 15% service fee for **MLT Productions** to cover marketing costs, plus shipping and handling, to be paid by the customer.